

# Creating a sustainable vintage

## Tapanappa Vineyards



Tapanappa Wines is a family-owned business in South Australia. Since 2002, the Croser family has been producing fine wine, with a sustainable approach to winemaking that also reduces their carbon footprint.

### The vineyards

The Crosers own three vineyards — Tiers, Whalebone and Foggy Hill, which span across three different regions and collectively use around 16 hectares of land.

There are 8 full-time staff members across the vineyards, with additional people joining the team during vintage and harvest months. For a seamless operation, the teams require machinery like pumps and refrigerators to run continuously, so naturally, energy use is essential to their success.

### Being sustainable

The team at Tapanappa Wines recognise that vineyards produce a lot of waste in the production and packaging process. So they're always looking for ways to improve their efficiency, save on costs, and reduce their impact on the environment.

### Sam said:

*“Sustainability helps us reduce our waste and operate more efficiently, which in turn makes us a more efficient business.”*

While the team was using a third-party business to pick up their waste and recycle it, the Tapanappa team knew solar would be a good option for energy, given the roof space they had available and the energy they use. The only problem was the cost.

### Solar Flex

Operations Manager Sam Barlow found out about our Solar Flex at an Origin business breakfast. He learned about the \$0 upfront cost of the solar system and how the winery would lock in a low solar energy rate for power produced by the solar power system, and that the maintenance of that system is fulfilled by us. This was a relief to Sam, knowing that while he manages the winery, we'll be there to take care of the implementation, running, and maintenance of the solar system.

*“Our time is better spent on producing fine wine than installing and maintaining the solar panels.”*

*“In a waste heavy business like the wine industry, being sustainable is important. A vineyard is a long-term investment for future generations.”*

### The outcome

Even though Sam hasn't received his first full bill yet, he's impressed that the solar system has already produced 7-8 megawatts of power since its installation. Our estimations show that the solar electricity generated by the system will offset approximately 56 tonnes of carbon per year.

With the change, Sam hopes for a substantial reduction in Tapanappa's power costs. We estimated that their cash flow would increase by \$8,000 to \$9,000 a year from the savings of going solar. Tapanappa winery would not only improve their sustainability credentials but also the business' bottom line. Recently, Tapanappa renewed its electricity contract and has once again seen the price go up. By locking in a long-term low solar energy rate, they have price certainty for the electricity produced by the solar power system.



# Solar Flex – the new way to save with solar

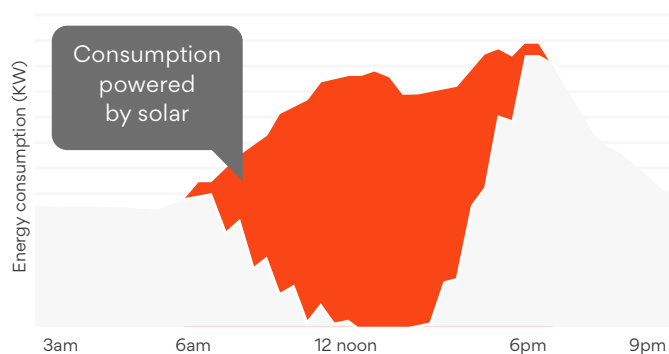
 <p><b>Greater certainty on energy costs</b> Lock in a low solar energy rate</p>	 <p><b>\$0 Capital investment</b> No capital investment for the solar system* means you can save from day one</p>	 <p><b>Maintenance included</b> We will maintain, manage and monitor the system</p>	 <p><b>Sustainability included</b> Demonstrate to staff and customers your commitment to the environment</p>
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Switching to solar doesn't require a large upfront capital investment\*. With our Solar Flex, you'll be able to leave the ownership and upkeep of your solar system to us — which means you can start saving from day one, without any capital investment\* to buy the system or ongoing maintenance costs.

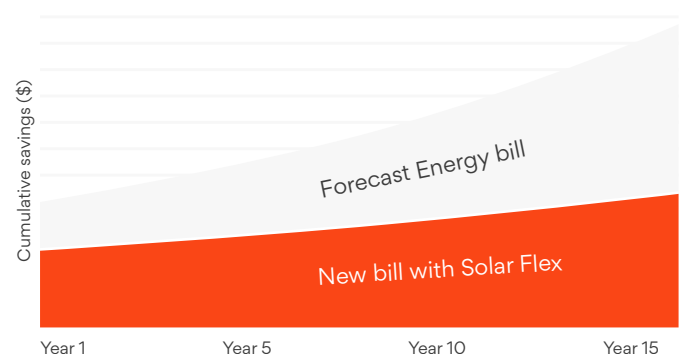
With Solar Flex, we'll install a solar system that's tailored to your roof and electricity consumption habits, and your business will have access to a new low solar electricity rate for any electricity the system produces during the day.

You'll sign an agreement from as short as 5 years up to 15 years where you purchase the energy generated by the system, with certainty around the solar energy rate over that period. This means, you'll be able to purchase the electricity at the low solar energy rate for the full term of the agreement (with the option of CPI escalation or not). And at the end of the term, you can offer to buy the system outright or continue on with the agreement.

## Energy consumption



## Cumulative savings with Solar Flex



\*You may incur other non-system costs but these will be quoted or listed as exclusions prior to sale

## Go solar upfront with our outright purchase solution

If you're looking to purchase a solar system outright, we can design and construct one for you – and we'll hand over the ownership to you. You'll still have the support of our experts throughout the entire process, from installation and grid connection application, to meter exchange and rebate facilitation.

And, if you're concerned about paying for the system upfront, we offer payment options to help pay for the system.

## Contact us

If you're interested in finding a solar solution that's right for your business, chat to one of our experts today on **1300 134 138**.

 [originenergy.com.au/business/solar](https://originenergy.com.au/business/solar)